

WINNIPEG ELECTRIC COMPANY

AND

ITS EMPLOYEES

Facts and Figures For Your Information

BULLETIN NO. 10, SEPTEMBER 24, 1940

EVERY EMPLOYEE A SALESMAN

Each year Winnipeg Electric Company carries on an Edison-Mazda Lamp selling campaign in which it asks all employees to take part.

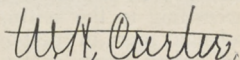
The Campaign has two objects—first, to give every employee a chance to co-operate with Tony Mahon and his Appliance Department in a concentrated activity to show that the Winnipeg Electric is one big family and ready to concentrate its effort for the good of any Department with which this co-operation is desirable at the time. It also enables employees to earn very satisfactory commissions and participate in the distribution of prizes to the best salesman among them.

The second object is to further the "Better Light—Better Sight" campaign. In order to do this we should do our utmost to see that every empty electric light socket in Greater Winnipeg on Winnipeg Electric service is filled before the Fall season commences. This, of course, means more business for our Electric Utility.

You do not need to be in one of our Sales Departments to be a salesman. Some of the best salesmen we have had in recent years have been men and women employees in other departments. For instance, the employee who sold the most lamps last year was C. Smith, employed in the Traffic Department. He sold over 300 cartons, earned \$48.00 commission and received First Prize, valued at \$25.00.

We are again paying special commissions and awarding special prizes to employees participating in this selling campaign. Each Department Head has already been advised the details of these commissions and prizes.

Each year adds to the experience of our employees in these campaigns and that means that we are better equipped this year than before to carry it on. I confidently ask every employee to participate and feel sure that we shall achieve record results this year.



President.

WINNECO COKE FOR EMPLOYEES

Continuing the arrangement in force for the past two years, employees may again contract at one time for their entire season's supply of Winneco Coke if they so desire. You may sign your contract at your Department office or the Office of the General Timekeeper, Sixth Floor, Electric Railway Chambers. You can specify the delivery dates of your Coke in the future, or of whatever tonnage you may require at the time of making the contract, the balance to be delivered as requested in the future. Please specify delivery by one of the dealers shown on the list attached to the Coke poster on the notice board in your Department. To obtain further deliveries under your contract, simply phone the dealer or otherwise contact him and ask him to make delivery of whatever tonnage you require. At least 48 hours will be necessary for the delivery of the first tonnage under the contract. Following deliveries can be made immediately upon your notification to the dealer, based, of course, upon his ability to do so. The time of delivery of your order, morning or afternoon, should be specified and someone should be home to receive it, otherwise additional delivery charges may be assessed.

Stove and Nut Coke is available at \$13.25 per ton, which is \$1.00 less than the regular retail price. Please specify whether or not you want the Coke dust treated, for which there is no additional charge. It will be greatly appreciated by the Company if your Coke can be delivered in bulk. If this is not possible, please note on the contract that it is to be sacked.

It should be carefully noted that in order to insure the benefit of dust treated Coke, your fuel bin should be free of dust before the fresh treated Coke is dumped into it. This not only applies to what dust may be on the floor, but also to the sides of the bin and particularly between the cracks of the boards. The cleanest, most dust-proof Coke possible will stir up old dust to the point that all of the benefits of dust treating are lost. One recommended procedure is to flush down with a hose the sides and bottom of your bin immediately before the delivery of dust treated Coke.

More and more Winnipeg householders are appreciating the value of Winneco Coke as an all weather fuel, and use nothing else even during the comparatively mild temperatures of early fall and late spring. This year we offer an additional help toward the control of your fire through the "Electric Janitor" which automatically opens and closes the drafts on your furnace according to the setting of a thermostat in any selected room in the house. This apparatus saves the many trips to the cellar to open or close drafts, keeps your house at a constant tempera-

ture and by always keeping your fire under control actually saves fuel. The installed price is \$32.00 cash, or \$36.00 at \$5.00 down and \$1.00 a month, both prices subject to a 10% discount for employees using Winneco Coke. You may obtain the "Electric Janitor" by calling at the Power Building, Portage and Vaughan, or contacting one of our regular Appliance salesmen.



**SALESMEN, TELEPHONERS, LETTER
WRITERS AND READERS, COMPLAINT
ANSWERERS, PLEASE NOTE!**

From Bulman Bros. Ltd. attractive News Bulletin "Sales Trail" we copy the following extract from the Phoenix Flame, published by the Phoenix Metal Cap Co. of Chicago:

"TO OUR SALESMEN: Get hot . . . about what you are selling. Know your product, stress its advantages, wax enthusiastic. You can't expect customers to buy if you aren't sold yourself.

"TO THOSE WHO HANDLE COMPLAINTS: Keep cool! If you were in the customer's shoes you'd probably be kicking too. Getting excited or angry is your own admission that you haven't any justifiable defence.

"TO THOSE WHO HANDLE CORRESPONDENCE: Treat correspondence with respect . . . it's an individual speaking to your firm by proxy. Or, your firm speaking to an individual. Profits and jobs are made by keeping individuals happy.

"TO THOSE WHO USE TELEPHONES: With a smile in your voice and a brain in your head you can do your company a lot of good. But if your cheerfulness dies with every ache or pain, let's hope the boss finds it out before it's too late."



CANADIAN RED CROSS

The Canadian Red Cross Society's national appeal for funds takes place September 23 to 30. Manitoba is asked to give \$300,000 out of the national total of \$5,000,000.

In addition to the already heavy demand on the Red Cross for war services, three new emergencies have to be provided for, namely:

To co-operate with Department of Defence in providing eight convalescent hospitals in Canada.

To purchase and pack 10,000 parcels of food a week for prisoners of war in Germany.

To provide clothing for thousands of refugees who have fled to England and who are in desperate need.

Winnipeg Electric employees, we are sure, will support the appeal of the Red Cross to the extent of their ability.

ANOTHER SUCCESSFUL HORTICULTURAL SHOW

With a record number of 398 entries by 38 exhibitors, our Employees' Horticultural Show was an outstanding success. The executive made up of Messrs. H. S. Paul, President; A. L. King, Vice-President; H. W. Govier, A. Burford, A. Balcam, C. W. Mills, C. A. Welling, W. Bradley, S. Whitaker and Miss C. Kabel worked hard for this success and certainly did a good job.

Prize winners included Mesdames Paul, Whitlum, Mills and King; Messrs. R. Allan, T. Atkins, R. J. Black, W. D. Cowley, L. D. Duncan, F. A. Mager, C. W. Mills, H. S. Paul, M. Pearson (Pinawa), T. Rait, F. Whitlum, F. J. Winters, Wm. Bradley, H. C. Peirce, D. W. Ainsworth, C. Lane, J. Herling, W. MacWilliam, H. W. Govier, A. L. King, C. Welling, W. Robinson and G. Mackenzie.



GO SEE THE REVOLVING DISC

Take a trip after dark south on Memorial Boulevard and watch for the—we were going to say the Big Red Letters on the Box—but what we should say is the multicolored revolving disc on the billboard on the east side just before you get to Broadway.

If you know of a more attractive billboard than this Winnipeg Electric sign, tell us where it is.



A BAG OF SUGAR FOR YOU?

The Appliance Department Annual Lamp Campaign is in full swing now and many employees are taking part. The week of October 7th to 12th is President's Week and our President, Mr. W. H. Carter, has very kindly offered to donate one of the first bags of sugar made by the Manitoba Sugar Company as the President's prize on this occasion.



THEY ARE TRAINED TO HELP OTHERS

Still further additions to the ranks of our employees skilled in First Aid. St. John Ambulance certificates have been awarded to Ellen I. Young, Kathleen Meikle, Albert Dolander, Lester Dickinson, Albert Nichol, Edward George Cross, Henry Ligertwood, John Lee McGregor, Harold Quin, Alfred Black Skinner and Thomson Donaldson.



LISTEN IN TO THE GAS

UTILITY NEWS BROADCAST

One of the best public services rendered in recent months was the sponsoring of the news broadcast over CKY each week-day morning at 7.45 o'clock by our Gas Utility.

Thousands of citizens appreciate getting the war and other news in this way and the Company has created a tremendous amount of goodwill through this service.